

# **EXHIBIT E**

**From:** [Pedro Martin Gutierrez Kardum](#)  
**To:** [Dave Doty](#); [David Harvey](#); [Eric Hall](#); [Phil Gouel](#); [Rob Brown](#)  
**Subject:** EXTERNAL - New Kiwi.com Account Manager for WN  
**Date:** Tuesday, July 14, 2020 8:24:02 AM  
**Attachments:** [Monthly report \(70\).pdf](#)

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Dear all,

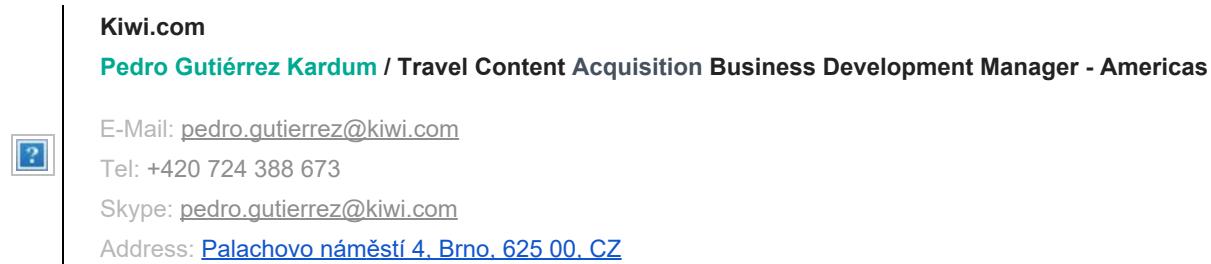
My name is Pedro Gutierrez and I'll be the responsible person from Kiwi.com to communicate with WN from the commercial side since my colleague Slavo Mucha will be now focusing on a different project in Kiwi.com.

I am attaching you the sales report for WN sales in Kiwi.com for the years 2019 and 2020.

As you can see, we indeed have a V-shaped curve for 2020, meaning that we can see our sales level for WN already as pre-COVID, as a matter fact we sold even more seats in the last month than in Jun19. I think this could be particularly interesting for you since I'd say every airline needs now an extra hand on generating more PAX demand.

In case you'd like to explore any kind of further cooperation with us, I'll be around.

Kind regards / Saludos,



Monthly report

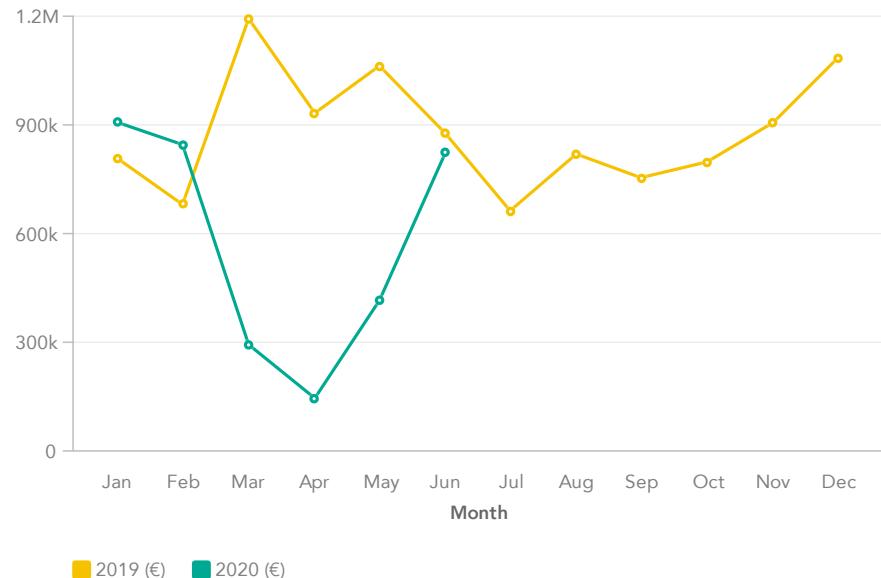


## MONTHLY REPORT

AIRLINE  
WNACCOUNT MANAGER  
AllBOOKING CHANNEL NAME  
AllPARTNER  
AllMARKET  
All

## Revenue development

Month	2019 (€)	2020 (€)	MoM	YoY
Jan	804,827	906,044	-16.23 %	12.58 %
Feb	680,171	842,007	-7.07 %	23.79 %
Mar	1,190,258	290,596	-65.49 %	-75.59 %
Apr	928,964	142,024	-51.13 %	-84.71 %
May	1,058,779	413,752	191.32 %	-60.92 %
Jun	875,111	822,255	98.73 %	-6.04 %
Jul	658,733			
Aug	816,764			
Sep	750,182			
Oct	793,996			
Nov	903,960			
Dec	1,081,598			
<b>Sum</b>	<b>10,543,342</b>	<b>3,416,679</b>		



## Seat sales development

Month	2019	2020	MoM	YoY
Jan	8,785	9,963	-9.98 %	13.41 %
Feb	7,205	8,825	-11.42 %	22.48 %
Mar	12,870	3,817	-56.75 %	-70.34 %
Apr	9,214	1,823	-52.24 %	-80.21 %
May	10,064	5,421	197.37 %	-46.13 %
Jun	8,035	8,365	54.31 %	4.11 %
Jul	6,874			
Aug	9,214			
Sep	7,941			
Oct	8,171			
Nov	9,641			
Dec	11,068			
<b>Sum</b>	<b>109,082</b>	<b>38,214</b>		



## TOP 10 segments by revenue

YTD		
Segment	Revenue (€)	Seats
LAX - LAS	26,442	460
LAS - LAX	26,321	411
LAX - DEN	22,552	288
LGA - ATL	22,516	276
ATL - LAX	22,071	152
LAS - SFO	21,464	260
ATL - LGA	21,191	281
LGA - DEN	17,959	163
SFO - LAS	17,869	242
DEN - LAX	17,265	203

## Last Month

Segment	Revenue (€)	Seats
ATL - LAX	11,598	59
LGA - ATL	10,686	117
ATL - LGA	7,816	98
DEN - LAX	7,781	72
LAX - DEN	7,420	67
DEN - LGA	6,561	53
LAX - ATL	6,324	43
LGA - DEN	6,176	58
MCO - SJU	5,975	40
LGA - MDW	5,784	67

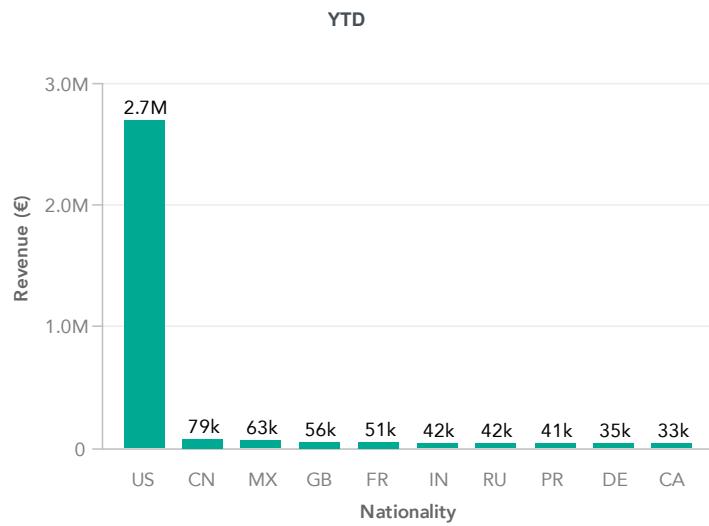
## TOP 10 segments by seats

YTD		
Segment	Revenue (€)	Seats
LAX - LAS	26,442	460
LAS - LAX	26,321	411
HNL - OGG	14,779	357
OGG - HNL	12,012	295
LAX - DEN	22,552	288
ATL - LGA	21,191	281
LGA - ATL	22,516	276
LAS - SFO	21,464	260
HNL - LIH	10,220	249
HNL - KOA	10,343	245

## Last Month

## TOP 10 passengers nationalities

YTD		
Nationality	Revenue (€)	Seats
US	2,541,447	28,118
CN	77,135	792
MX	59,899	690
GB	54,973	584
FR	50,459	568
IN	41,335	485
RU	40,474	413
PR	38,870	401
DE	34,505	470
CA	33,086	525



Last Month		
Nationality	Revenue (€)	Seats
US	736,557	7,492
RU	7,121	65
PR	6,558	58
MX	6,328	69
CN	5,884	60
QA	4,357	50
IN	4,202	41
GB	2,203	21
HT	2,119	23
UA	2,108	17

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